

Alchatek

CASE STUDY
BUSINESS GROWTH

BRIDGE

Winning a Project 5x Larger *Than Anything Before*

How Atlas Structural Expanded from Limited Commercial Work to Large-Scale Grout Projects

LARGER THAN ANYTHING THEY HAD DONE BEFORE

5x

PRODUCT

AP Lift 475

I · THE PROBLEM

01 What made this job *difficult.*

BRIDGE

Atlas Structural already had a strong, stable business. They were experienced, capable, and consistently performing excellent residential work and some commercial work. But they had a plan to expand into large-scale projects in a big way. This meant taking on more complex scopes, positioning for larger, higher-margin projects, and competing in a more demanding environment. The limitation wasn't demand; the opportunity for larger commercial work was already there. Larger commercial projects require advanced project evaluation, expert technical positioning, and the ability to clearly demonstrate scope and risk. Atlas recognized that competing at this level meant refining how they assessed, presented, and positioned their work.

THE CONSTRAINT

Not demand

The opportunity for larger commercial work was already there.

THE PLAN

Take on more complex scopes, position for larger, higher-margin projects, and compete in a more demanding environment.

02 What was specified, *and how it went in.*

AP LIFT 475

Through Alchatek support, Atlas Structural was introduced to new application capabilities and tools. They received application and product training, guidance on expanding into new types of work, and hands-on experience using the Pagani DCP. More importantly, they learned how to use the DCP not just as a testing tool, but as a sales tool. This allowed them to better diagnose site conditions, clearly communicate problems to customers, and justify larger, more complex solutions. On the bridge project that followed, AP Lift 475 was the featured product.

THE MATERIAL

AP Lift 475

FEATURED PRODUCT

Used on the bridge project, the largest chemical grout project in Atlas Structural's history.

THE METHOD

01	02	03	04
Trained	**Guided**	**Practiced**	**Repositioned**
Received application and product training.	Received guidance on expanding into new types of work.	Gained hands-on experience using the Pagani DCP.	Learned to use the DCP not just as a testing tool, but as a sales tool.

03 What the result was, *and what confirmed it.*

LARGEST CHEMICAL GROUT PROJECT IN COMPANY HISTORY

The results were immediate and significant. Atlas Structural secured a bridge project that became the largest chemical grout project in their company's history, 5x larger than anything they had done before. This wasn't incremental growth; it was a step change in the scale of work they could pursue and win.

LARGEST CHEMICAL GROUT PROJECT IN COMPANY HISTORY

5x

5x larger than anything they had done before.

START THE CONVERSATION

Send us the job.
We will send back an approach.

Send us the soil report or the failure photos and Technical Services will return a written approach within two business days.

TECH SUPPORT

404 · 618 · 0438

WWW.ALCHATEK.COM

Alchatek manufactures polyurethane resins, chemical grouts, and injection equipment for infrastructure repair: leak sealing, soil stabilization, concrete lifting, and seawall repair. Headquarters in Tucker, Georgia, with a bonded warehouse in Reno, Nevada.

Information in this document is believed accurate at the date of publication. Product performance depends on site conditions and application; consult the current Technical Data Sheet, which is the controlling document.

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